

<u>ADDITIONAL INSTRUCTION:</u>	
1.	Offeror must complete all required fields (fields in a blue highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair discount % off type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2.	It has been determined that the best pricing structure for this portion of the evaluation is a simple "percentage off" of the most current dated Supplier's suggested government or commercial catalog or price list. The pricing matrix is a percentage off the Supplier's Suggested Retail Price. Suppliers can submit actual pricing schedules for their equipment though, with the percentage discount already figured, as long as the Supplier list price is stated first, then the discount, then the final discount price. You will have to keep it updated as pricing changes occur.
3.	Within the tables, if you have different discounts for different brands / models / sizes of equipment or options, you WILL have to list the items. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

Offered Minimum	Discount % Off
100	10
200	20
300	30
400	40
500	50
600	60
700	70
800	80
900	90
1000	100

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

N/A

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -

				\$ -
[insert additional lines as necessary]				\$ -

6 DOZERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

7 MOTOR GRADERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

8 PAVERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

9 RECLAIMERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

10 SITE DUMPERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

11 SKID STEERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

12 TELEHANDLERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

13 TRACK EXCAVATORS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

14 TRACKED LOADERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -

[insert additional lines as necessary]				\$ -
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15 WHEEL LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

16 WHEELED EXCAVATOR

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

17 SWEEPERS:

Hard type value if offering a single % for the entire category -->

N/A

A. AIRPORT/RUNWAY, WALK BEHIND

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

B. RIDING

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

C. PARKING LOT

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

D. SIDEWALK

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

E. STREET

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

18. ASPHALT DISTRIBUTOR

Hard type value **ONLY** if offering a single % for the entire sub-category -->

5.0%

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
SealMaster-TR 300 Heated Asphalt Distributor	3/1/2023	\$ 14,550.00	5.0%	\$ 13,822.50
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

19. BROOM

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -

[insert additional lines as necessary]				\$ -
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20. CHIP SPREADER

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

21. CRACK ROUTER / SEALANT

Hard type value **ONLY** if offering a single % for the entire sub-category -->

5.0%

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
SealMaster-Crack Pro 260 Heated Hose Machine	3/1/2023	\$ 72,525.00	5.0%	\$ 68,898.75
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

22. DITCHER

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

23 CONVEYER: DRUM, SINGLE, DOUBLE, COMBI, STATIC

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

24. EMULSION TANK

Hard type value **ONLY** if offering a single % for the entire sub-category -->

5.0%

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
SealMaster-10,000 Gallon Heated Asphalt Storage Tank	3/1/2023	\$ 82,435.00	5.0%	\$ 78,313.25
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

25. MELTER, MILLS, MIXER

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

26. OIL DISTRIBUTOR

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

27. PATCH TRUCK, PATCHERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

28. ROAD WIDENER

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

29. ROLLER

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

30. SCRAPER, SCREED

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

31. SPRAYER/WATER TRUCK/ WATER TANK

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

32. STABILIZER

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -